

## SAMPSON COUNTY SUMMARY – 2008

|   | DIRECT<br>IMPACT | INDIRECT<br>IMPACT | INDUCED<br>IMPACT | TYPE SAM<br>MULTIPLIER | TOTAL<br>IMPACT |
|---|------------------|--------------------|-------------------|------------------------|-----------------|
| OUTPUT  | \$171,967,230    | \$20,328,336       | \$40,460,217      | 1.3535                 | \$232,755,784   |
| LABOR INCOME  | \$87,773,289     | \$7,085,237        | \$11,085,474      | 1.2070                 | \$105,944,001   |
| EMPLOYMENT  | 2,164            | 221                | 414               | 1.2934                 | 2,799           |
| TOTAL IMPACT OF HEALTH CARE INDUSTRY — LOCAL RETAIL SALES |                  |                    |                   |                        | \$35,327,326    |
| MEDICAID EXPENDITURES                                     |                  |                    |                   |                        | \$90,953,104    |
| NUMBER OF MEDICAID ELIGIBLE                               |                  |                    |                   |                        | 17,863          |
| FEDERAL TRANSFER PAYMENTS                                 |                  |                    |                   |                        | \$390,986,000   |

- In 2008 it is estimated that Sampson County's health care industries produced over \$171 million in direct output revenue and contributed an additional \$61 million (indirect and induced) in health care goods and services for a total dollar output value that can be attributed to health care industries of \$232 million. The Output multiplier (1.3535) shows that for every \$1 in revenue produced by health care industries and additional \$0.35 was generated in the county's economy.
- Health care industries paid in wages and benefits to its employees over \$87 million (direct) and contributed an additional \$18 million (indirect and induced) for a total labor income that can be attributed to health care industries of \$105 million. The Labor Income multiplier (1.2070) shows that for every \$1 paid in wages/benefits paid to health care industry employees produced an additional \$0.20 in other wages/benefits throughout the county.
- In 2008 health care industries employed an estimated 2,164 (direct) and generated an additional 635 (indirect and induced) full/part time workers for a total work force that can be attributed to health care industries of 2,799. The Employment multiplier (1.2934) shows that for every 1 worker employed in the health care industry, an additional 0.29 workers are employed in the county's work force.
- In 2008, county total personal income and gross retail sales data show that approximately 33% of personal income generated was spent in local retail stores. Using this retail sales capture ratio of 33% it is estimated that the \$105 million paid to health care and support employees generated over \$35 million in local retail sales. Not all retail sales are taxed by the state or local governments. However, one can assume that much of the \$35 million generated by retail sales would be subject to both state and county taxes – generating additional revenue.

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|                                   |                 |
|-----------------------------------|-----------------|
| Population                        | 63,927          |
| Area Sq. Miles                    | 946             |
| Persons per square mile           | 68              |
| Number Employed                   | 28,472          |
| Unemployment Rate                 | 5.6%            |
| # of Industries                   | 149             |
| # of Households                   | 23,205          |
| Per Capita Income                 | \$27,013        |
| Median Household Income           | \$38,065        |
| Total Personal Income             | \$1,726,829,000 |
| Gross County Retail Sales         | \$575,816,000   |
| Local Retail Sales Capture Ratio  | 33.35%          |
| Federal Medical Transfer Payments | \$390,986,000   |
| Number of Medicaid Eligibles      | 17,863          |
| Medicaid Expenditures             | \$90,953,104    |

| HEALTH SECTOR                                       | DIRECT<br>IMPACT | INDIRECT<br>IMPACT | INDUCED<br>IMPACT | TYPE SAM<br>MULTIPLIER | TOTAL<br>IMPACT | ESTIMATED<br>RETAIL SALES<br>GENERATED |
|---|------------------|--------------------|-------------------|------------------------|-----------------|--|
| Pharmacies, Health and<br>Personal Care Stores      |                  |                    |                   |                        |                 |  |
| Output  | \$13,553,903     | \$1,133,174        | \$2,703,773       | 1.2831                 | \$17,390,850    |  |
| Labor Income  | \$6,242,990      | \$381,097          | \$773,781         | 1.1850                 | \$7,397,868     | \$2,466,840                            |
| Employment  | 188              | 12                 | 28                | 1.2102                 | 228             |  |
| Home Health Care Services                           |                  |                    |                   |                        |                 |  |
| Output  | \$10,177,574     | \$876,421          | \$2,522,939       | 1.3340                 | \$13,576,935    |  |
| Labor Income  | \$5,305,272      | \$307,101          | \$656,220         | 1.1816                 | \$6,268,593     | \$2,090,280                            |
| Employment  | 215              | 12                 | 26                | 1.1743                 | 252             |  |
| Physicians, Dentists, other<br>Health Professionals |                  |                    |                   |                        |                 |  |
| Output  | \$35,006,360     | \$3,871,493        | \$8,823,003       | 1.3626                 | \$47,700,856    |  |
| Labor Income  | \$18,450,616     | \$1,296,156        | \$2,308,762       | 1.1954                 | \$22,055,534    | \$7,354,480                            |
| Employment  | 321              | 42                 | 90                | 1.4114                 | 453             |  |
| Ambulatory and Outpatient<br>Health Care Services   |                  |                    |                   |                        |                 |  |
| Output  | \$36,881,748     | \$5,886,179        | \$6,258,058       | 1.3293                 | \$49,025,986    |  |
| Labor Income  | \$12,090,328     | \$2,063,094        | \$1,654,670       | 1.3075                 | \$15,808,092    | \$5,271,253                            |
| Employment  | 272              | 65                 | 64                | 1.4740                 | 400             |  |
| Hospitals   |                  |                    |                   |                        |                 |  |
| Output  | \$56,056,665     | \$6,484,915        | \$14,305,212      | 1.3709                 | \$76,846,793    |  |
| Labor Income  | \$32,172,130     | \$2,311,793        | \$4,028,787       | 1.1971                 | \$38,512,710    | \$12,842,172                           |
| Employment  | 576              | 68                 | 146               | 1.3724                 | 790             |  |
| Nursing and Residential Care<br>Facilities          |                  |                    |                   |                        |                 |  |
| Output  | \$20,290,980     | \$2,076,153        | \$5,847,231       | 1.3905                 | \$28,214,364    |  |
| Labor Income  | \$13,511,953     | \$725,997          | \$1,663,254       | 1.1768                 | \$15,901,204    | \$5,302,301                            |
| Employment  | 593              | 23                 | 60                | 1.1398                 | 676             |  |
| <b>TOTAL</b>  |                  |                    |                   |                        |                 |  |
| Output  | \$171,967,230    | \$20,328,336       | \$40,460,217      | 1.3535                 | \$232,755,784   |  |
| Labor Income  | \$87,773,289     | \$7,085,237        | \$11,085,475      | 1.2070                 | \$105,944,001   | \$35,327,326                           |
| Employment  | 2,164            | 221                | 414               | 1.2934                 | 2,799           |  |